

Straight Talk The Mentor-Protégé Program Process

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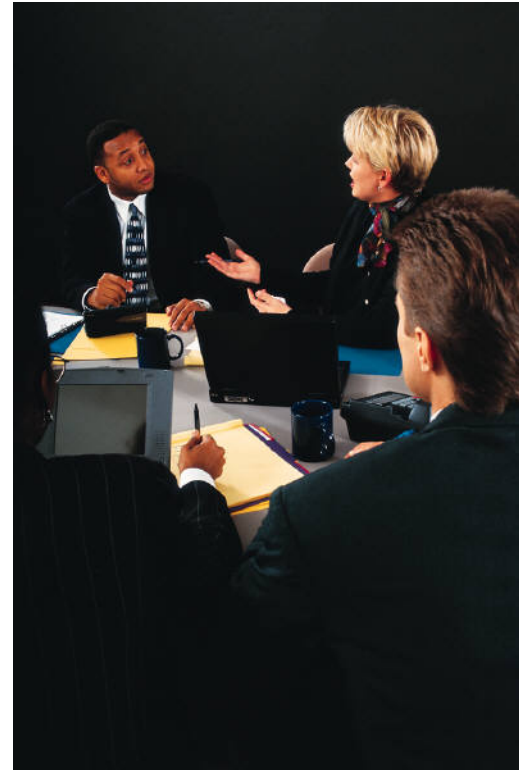


2006 Veterans and Service-Disabled Small Business Conference
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DEVELOPING A MENTOR-PROTÉGÉ RELATIONSHIP

- Finding a Mentor
- Selecting a Protégé
- Expectations
- Evolution of the Relationship
- Success



Finding a Mentor

- Why do you need a Mentor?
- Do you have a Strategic Plan for your business?
- Research/Compatibility
- Who to Contact?
- Building the Relationship



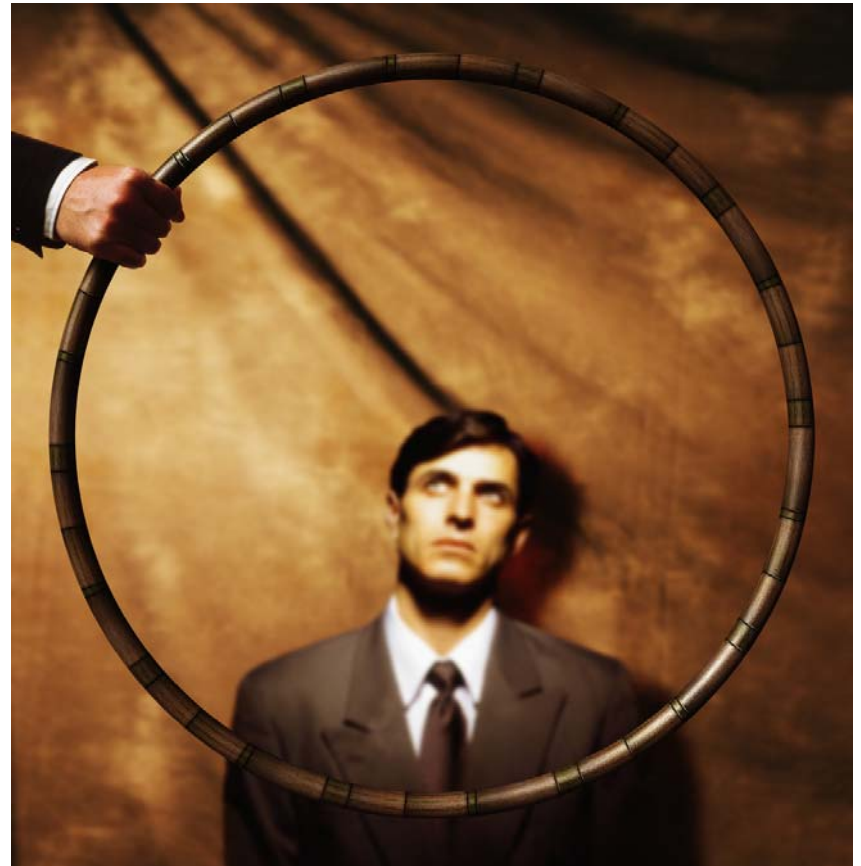
Selecting a Protégé

- Purpose
- Relationship
- Strategic Value to Both Parties
- Compatibility with current Protégé Family
- Fits Agency Focus
- Marketing Potential



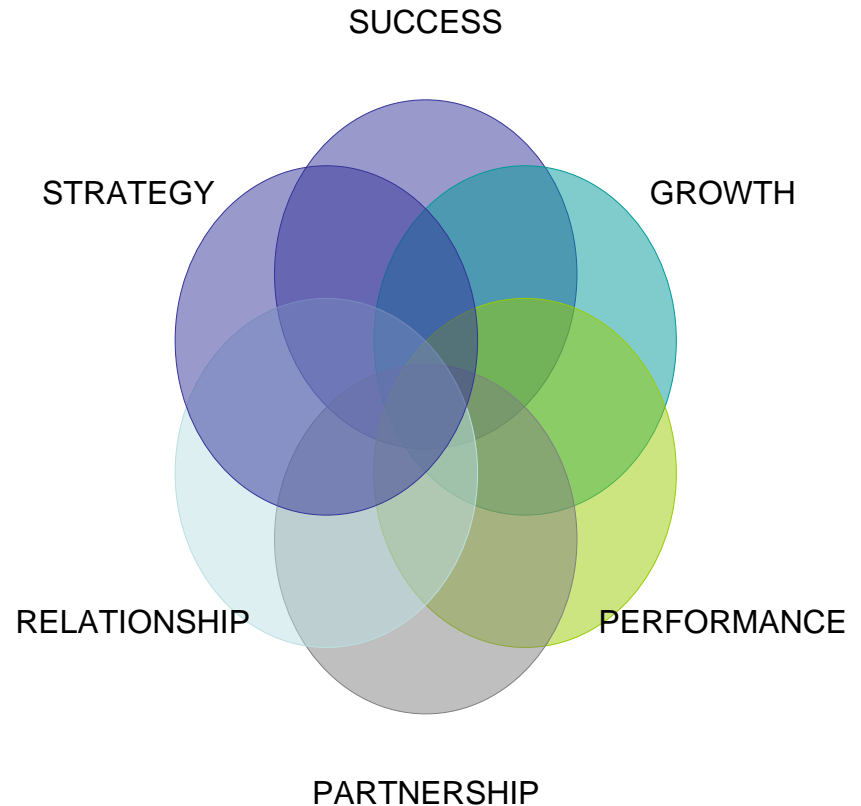
Expectations

- Establish Mutual Goals
- Bonding
- Financial
- Resources
- Performance
- Don't put all your eggs in one basket!
- Communication



Relationship Evolution

- Matching the Team
- Establish Goals, Roles, and Responsibilities
- Develop Action Plan
- Marketing
- Working Together
- Winning Work



SUCCESS

- Valued Lessons Learned
- New Clients
- New Technologies
- Resource Growth
- Profitability
- Award Winning Partnership

.....Spread the Wings



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CONTACTS



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